

# ORAL HYGIENE

## A JOURNAL FOR DENTISTS

VOLUME IV.

NUMBER 7.

JULY, 1914

### BEING A SUCCESS IN DENTISTRY

By J. C. HIGGASON, McLeansboro, Ill.

Read before the Southern Illinois District Society.

In his paper the writer first handles the business side of the practice of dentistry in a sane and what most of you will term a reasonable manner. He then goes on to explain his ideas of "better business" for the dental profession and does not hesitate to state what he thinks.

In considering the requirements that make for success we must first define success or have in mind a standard of success by which to go.

Some would contend that to be successful one must live for his ideals and be satisfied with nothing less; in other words, he must be an idealist; while others will claim that to be successful one must be practical; each of these, of course, would again depend upon the ideals in mind and upon what might be called practical. I believe, however, that success, like health, happiness and all other good things lies in the mean and not in the extreme. One, of course, must have ideals, but while his head is in the clouds he must not forget to keep his feet on solid ground; that is, tho' we have a vision and are striving for a high

and noble purpose, we must not forget that things about us are not ideal and that they must be dealt with as they are. It is better to fall short of our ideal than to fail utterly. "Success, honor, fame—magic words these, that make the fiery blood of ambition surge to your brain, but forget not, they are effects, not causes; the reward for initiative, patience, industry—dreams endowed with life, vague desires vitalized, hopes struggled for. It is the inexorable law of compensation; he wins the prize who pays the price."

A. J. Stanley says, "He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task;

who has left the world better than he found it, whether it be by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who looked for the best in others and given the best he had; whose life was an inspiration; whose memory is a benediction." This I think is good and I must add that we cannot do these things if our financial condition is such as to hamper and oppress us, or if we cannot afford a comfortable home and other necessities of life for ourselves and for those dependent upon us. I contend then that to be successful one must so conduct his business that he will be more or less independent and free from financial strain.

Glowing accounts of the wondrous success of some one person, or some specialist, are of little value to the average, ordinary man. What you and I, and nearly all of us want to know is: What has the average, serious, earnest, hard-working man accomplished? What kind of a home has he built for his family? How much money has he saved? What are his living conditions? Man's greatest problem, the first and most vital question of all people and places has always been and will continue to be, their food supply and shelter; how to obtain the necessities of life, then the luxuries and pleasures, for some degree of luxury and pleasure is ab-

solutely essential to all of us.

I do not hope to tell you anything you do not already know, but I trust I shall stir up commotion enough in your think-tanks to cause you to realize the truthfulness and value of some things to which you have heretofore been indifferent.

Much is being written these days in our journals about the ethical side, and the business side of dentistry, while the truth is you cannot separate them, they are one and the same; that is, a successful dentist is not only one who makes money, but one who in addition to making money and putting it to good use, also gives value received for same; who serves honestly and well his fellowman and the community in which he lives. One who evolves and grows as he works and with his shoulder to the wheel ever pushes forward and upward, endeavoring to loose from fettered man the shackles of superstition, selfishness and ignorance.

The pathway to success is by serving humanity and by no other means is it possible.

Elbert Hubbard has said: "The secret of success is this: there is no secret of success; success is the most natural thing in the world. The man who does not succeed has placed himself in opposition to the laws of the universe.

"Failure is only for those who think failure."

After all, your mental capital is your chief asset. Don't get bankrupt in that, what-

ever happens to your bank account.

Look like a winner. If you do the doorman to the temple of success may think you belong inside and let you pass.

There is a great deal in atmosphere and attitude. Like attracts like. The man who looks successful and acts so, will attract success.

Get the success habit, it is irresistible. There is a lot of truth in the old saying, "Nothing succeeds like success," also nothing fails like failure.

Honorable methods, straightforward, square dealing, are in no line so essential as in the practice of dentistry. No other man so much needs the protection, the influence, the practice building power that rests solely under the sign of an upright, manly, give-and-take character, the lack of which, were all the facts known, would explain the reason for many a failure.

The statement is made and accepted as true, that 70 per cent. of the dental profession are poor men and that only 8 or 10 per cent. of our population have the necessary dental work done. There may be various reasons, for these conditions, but I shall speak of one in particular. Horace Greely said, "The darkest hour in any man's career is that in which he fancies there is an easier way of getting a dollar than by squarely earning it." That is just the thing that too many dentists are doing. Down

where I work money is rather a scarce article and people generally work hard for what little they get, so naturally when they spend it they want to get something for it. It is a frequent occurrence in my office to have a patient come in and want a tooth, which would be good if properly repaired, extracted because it is hurting. When told that they should have the tooth treated and saved they tell an oft repeated story: "I paid Dr. ———, so much money to fix my teeth up not so very long ago and it was no good; didn't stay in long, but felt better when it came out than it did while in, so I decided I wouldn't spend any more money that way, because all I got for it was trouble."

No doubt every one here is familiar with the flat-sided amalgam filling with a rough, jagged shoulder under the gum, and the tin-can shaped crown which might fit any other tooth in the mouth as well as the one it is on, and other work of like character. Now, mind you, this work was not done by advertising dental parlors, but by so-called ethical members of our State society. Much is being said these days in condemnation of dental parlors, advertising quacks, etc., which is all right, but I firmly believe there is more rotten work handed out by society members than by the so-called quacks, and anyone who is candid and honest must admit that the arraignment of Dr. Hunter, of London, was

all true. "He had our number," so to speak, altho' his application was perhaps unjust. It is not because we do not know, nor cannot do better, but because we are after that almighty dollar; the work is such that it is an easy matter to slip one over on the patient, so we forget that Greely knew whereof he spoke when he made the above remark. Often, perhaps, also it is caused by competition. Some dentists make the mistake of thinking that they must cut the price of their work to get patients—the result is poor work, for we all must acknowledge that within certain limits, the class of work we do depends upon the fee we are to receive for that work; and whenever a dentist gets to where he is afraid to ask a reasonable and remunerative fee for his work, lest he lose a patient, he is then and there nominated for membership in the "down and out club."

"There are two things which in an ordinary life and in the every-day doings of such a life, are absolutely essential to success. They are common sense and courage."

There is no problem so great for us to overcome as the problem of being afraid. While in reality the only thing to fear is fear. A calm, serene, sweet-tempered disposition, sympathetic nature and mental poise are practice builders, and cheer is an asset. No one chooses

to do business with a sore head. Cheer spells confidence—confidence spells success. Gloom spells trouble—trouble spells failure. Men who fail are gloomy.

In a business journal the other day I read this: "To make money you must satisfy your customers." So it is in dentistry.

In order to win you must serve. In order to help yourself you must help others. Lubricate the wheels of existence and the world will pay you. Elbert Hubbard has well said: "The only good that we can keep is the good we give away."

Courtesy, kindness, goodwill, right intent, all add to the sum of human happiness. Not only do they benefit the individual who gives them out, but they survive in various forms and add to the well being of the world.

"To be ultra successful is to be magnetic and impressive in your every word and deed—personal magnetism is the master key. If you haven't it, then acquire it by proper attention to personal appearance, speech, will power, moods, mannerisms, self-conquest, physical energy, confidence, initiative, courtesy, optimism, power of suggestion, etc.

No matter how large one's business grows it is always an expression of personal force.

One of the requirements we must not forget is "health." The dentist, of all people, should be healthy.



He should be so healthy that it should radiate from the atmosphere about him. Health is natural, and so long as we obey nature's laws we will be healthy. Some one expressed it well when he said: "We are given health during good behavior."

We will take it for granted that to be successful one must know his business—he should know it from A to Z. Also he should have a clean, restful, modern and well equipped office, and it should be kept that way, always.

I would not consider an office "modern and well equipped" which did not contain some good apparatus for producing analgesia by which the operator is enabled, for the most part at least, to do painless work. I use a Clark New Model outfit for administering nitrous oxide and oxygen, and have reasonable success with it. Others might be more successful with some other apparatus. One must use whatever method with which he can get the best results, for after all it is largely a matter of managing the patient, and one's self; and suggestion plays no little part.

One can find all the information he needs on the methods and technique of analgesia work, in the journals, so I shall not speak of that.

The elimination of pain in your work, however, will do wonders towards building a good and profitable practice, raising you to an enviable

position in your community, conserving your strength and energy, and preparing the way for ease and contentment in your reclining years, as life's lengthening shadows herald the approach of your journey's end.

Business men tell us that successful business is as exact a science as is geometry. Elbert Hubbard defines business as "supplying human wants." The dentist certainly supplies human wants, then I should say dentistry is a business and should be conducted in a business-like way.

The difference between a good and a poor preparation in business methods is just the difference between system and carelessness, between success and failure.

Occasionally it is necessary to refer back to some transaction two or three months previous, or more. Every transaction as it passes through our hands is perfectly plain and all its details are clear; but three months old, in the light of memory it is dim, confusing and unreliable. Hence the necessity of making accurate and permanent records.

To make a charge for work that will be just to the patient and to the dentist, one, of course, must know his actual cost in doing the work, which means, he must keep an itemized account of expenses as well as work done, and time consumed.

There has been considerable writing on this subject in

our journals, and much figuring. Most of it, however, I think, has been taken from city practices, or else has been padded.

I am a busy dentist in a small country town and have kept an accurate record of all work and expenses since starting into business, tho' I haven't kept tab on my time as well as I would like to have done.

I am sure, however, that anyone who will keep a record of his work and an accurate, itemized account of the expense connected with it, will get a valuable hunch as to what he should charge a patient for a certain amount of work.

I shall give here the figures taken from my books for the year 1913:

Office rent, heat and janitor service.....	\$135.00
Telephone, light and electricity.....	36.00
Assistant .....	172.00
Magazines and reading matter for office.....	18.35
Stationery and printing .....	11.25
Office laundry .....	26.25
Society dues and attending dental meetings.....	75.00
Miscellaneous, including taxes and insurance on equipment, incidentals, etc. ....	40.00

Making a total yearly expense, whether I work or not of.. \$513.85

If I am comfortably busy, as I was during 1913, my gold and dental supplies will cost me about \$723.50, and other expense incidental to running the business and depreciation in equipment, about \$144.00; making a yearly expense of \$1,381.35 to run my business if I am working all the time.

In addition to this, my investment should pay me 7 per cent. interest. I do not believe we should figure the time spent in school or the money one might have earned during that time as part

of our investment, as some of our writers are doing, because whatever business or work one may take up, he must necessarily prepare himself for that work, or if he had done something else for which he would have earned money, instead of going to school, he would not have accumulated the skill and knowledge which is given him as a stock capital, that he can never lose, and of which no one under any circumstances can dispossess him.

My college course cost me.....	\$1,988.65
My office outfit, equipment and all.....	1,380.00

Making a cash investment of..... \$3,368.65  
Which at 7 per cent. should pay me yearly..... 235.80  
This added to our overhead expense (\$1,381.35 and \$235.80) makes an outlay, when busy, of \$1,617.15 per year before we begin to get anything for our services.

Deducting Sundays, holidays, two weeks for vacation and another two weeks for dental meetings, we have left only 278 days in which to produce the above expense and whatever is to be left over and above that, for our salary; that is, every work day must bring in \$5.81 before we begin to receive any pay for ourselves, and we must allow for lost time, dead beats, and charity work besides that. No dentist should work over eight hours a day, and a goodly portion of this will be non-producing time. If we keep track of our time, by a little figuring we can see about what we must receive for each producing hour of our time in order that our business shall pay us a definite salary.

I figured that during 1913 my business should pay me a salary of \$2,500.00, which in our little town where everything is cheap, and the president of the best bank there gets only \$1,600.00, is counted mighty good. And when all expenses connected with running the business was deducted from my cash receipts for 1913, I found that I had my \$2,500.00 left, and a little more.

If one is successful enough to build a large and desirable practice, has his business so in hand that he knows what to charge and has the courage to charge it, he must do still another thing before he succeeds, and that is "collect it."

The most satisfactory way

perhaps to conduct a practice would be on a cash basis, but in the country one cannot do this altogether, and here is where tact and ingenuity are called for. Where work is done and not paid for, unless arrangements have been made to pay at a specified time, a statement should be sent at the end of the month and should be followed up until settled, care being taken not to offend; however, this is sometimes quite a problem. In my case, my assistant is often the solution.

At the end of each month she collects unpaid bills. I believe a good assistant is absolutely essential to a successful dentist. I must say that during 1912 and 1913 my "finished work" amounted to just four dollars more than my cash receipts for those two years.

No certain rules can be laid down for collecting. Each patient is a law unto himself and must be handled accordingly. One good help is to keep your own bills paid up; and remember if you establish a reputation for making people pay, they will pay you much quicker; and many will bring cash when they get their work done who would otherwise try to stand you off. I would say, however, always "be just"—this is another place where common sense and courage will come in handy every day.

I do not believe in flattery, conn, nor hot air (except in the air-syringe), but at the same time a judicious use of

what is sometimes called "soft soap" will often lessen friction and jar in the running of one's business and smooth over the rough and irritating places that will sometimes arise in spite of our best efforts; and I think the expression well chosen and appropriate, when we remember how a little soft soap applied at the point of friction on the old windlass and other such things back on the farm, would make them run smooth and easy. It will do just this in our business, sometimes.

In a paper read before the Society for Electrical Development, Dr. Chas. P. Steinmetz, one of the greatest men in our country in his line, recently said that competition as an industrial and economic force is dead, and coöperation must take its place. Competition, he said, died the day on which the advance of engineering had increased the means of production of a commodity beyond the maximum amount which could be consumed under existing conditions. Competition then ceased to be progressive and became a destructive and a disintegrating force.

That is, with the investment and overhead expense of a business it is cheaper to operate at exact cost or a little less, than it is to have it stand idle. The limitation of price forced by competition with our present industrial conditions is therefore below the cost of production, which can continue for a lim-

ited time only, and finally ends in the destruction of the industry.

Competition, then, which was one time the life of trade, is now the death of trade, notwithstanding the fact that many of our political economists and university professors have not yet awakened to this economic law.

All this applies to dentistry the same as any other business.

If competition succeeded only in forcing down our fees, only the profession would suffer, but with the lowering of the price the quality of the work is also lowered and the public is the main loser, then the reaction comes back again on the profession.

What we need is to let coöperation take the place of competition. I believe one of the most important things this society could do would be to, in whatever way seems best, get together on this matter of fees. Our society, or subdivisions of it, should arrange a minimum fee bill and let anybody go as much above it as they care to and can, but see to it that nobody goes below it. I think this would be a boon to the profession, and by insuring a better class of work, would perhaps be a greater benefit to the public.

Not many years ago trade was trickery, business was barter, and businessmen not only thrive by taking advantage of the necessities of people, but also banked on

their ignorance of values; but now all this has been changed, the one price system has come to stay, and honesty as a business asset is fully recognized. If you would succeed you cannot afford to sell a man something he does not want; neither can you afford to disappoint him in quality.

Altho' these facts obtain in business, the profession have not as yet accepted them. In some respects our profession is very slow in its progress; progress, however, is being made in spite of the powers that be. One of the main things that is holding us back is that our profession is aping the medical profession, and the medical profession knows that to progress along the lines just laid down would be to wipe itself off the map, which it is not likely to do.

Some one is continually lamenting the fact, in our journals, that we do not receive the recognition that the medical fraternity does, that we are specialists in medicine and more than mere medicines (many of us are not even that). They think that we should get in closer touch with the physicians so the people would look up to us more. It seems to me there is something wrong with the dentist who doesn't want to be classed as a high-class mechanic, and who feels that a D.D.S. is inferior to an M.D.

As a matter of fact the mechanical physician has proven himself far more valuable in most diseases than is

the dope doctor, a fact which the public is recognizing at a tremendous rate. I believe that any dentist who is honest and who knows the a, b, c of his business is of more social and economic value to the community in which he labors than is the physician of that same community, and he who gets good and busy serving humanity will not be worried very much because he is not on a specially elevated plain. I believe there is no degree in human service. There are no menial tasks. The necessary is sacred, whether it be filling a tooth, preaching a sermon, or scrubbing the floor.

One of our ablest business men says: "The most important factor in any business is "advertising," and the most important factor in the practice of dentistry is publicity, which is the same thing.

Of course, we all advertise, otherwise we would have nothing to do, and in a great measure the most successful dentist is simply the one who has done the best advertising. We who are members of the societies advertise in such a way as to legally conform to the rulings of that society; that is, through churches, clubs, personal mention columns in the local papers, good work, satisfied patients, etc., but it is advertising just the same. The fact that the society has placed a ban upon "paying" for one's advertising outright, is not only unprogressive and ridiculous, but also wrong, in that it keeps from the public its

greatest source of information on so important a subject.

When we speak of a dentist advertising, the profession at once thinks of the vulgar and untruthful advertisement of some unscrupulous quack who is able to advertise in this way only because of the stand the profession has taken. We should think of a dentist's advertisement in the same way we do of the advertisement of our best business houses—that is, an advertisement that contains information and truth and that the advertiser stands back of with his reputation and honor.

This kind of advertising (which we cannot get unless we pay for it) would give the public the information for which they are waiting and would cause them to crowd into our offices in an effort to get at least a small part of the vast amount of work done, which the profession will be called upon to do as soon as the public begins to learn the need and value of oral righteousness; the relation between a clean, healthy mouth, efficient masticating apparatus, and a strong healthy body and vigorous mind; and especially, the difference between good and poor dental work.

This is another instance where our profession is aping the medical profession, and they got it from the priesthood when the priest was also the doctor and was doing all in his power to keep the

common people in ignorance and superstition. Not so strange that the physicians still cling to the idea, for they have failed utterly to establish any relation whatever between drugs and restored health, and rarely if ever would any two of them make the same diagnosis, or give the same treatment in a given case of sickness. If you read closely their free ads (so-called education campaign) you will see that they say very little about right living, but write mostly of the abnormal and morbid, imparting just enough information to keep the people scared and uneasy; the gist and body of the whole thing is: avoid quack doctors and patent medicine. Go to your family physician and let him give you the same dope.

In every walk of life education or the possession of knowledge sufficient to enable one to judge of the merit or reliability of a certain venture is the only safeguard against deception and the greatest factor in insuring a square deal.

We all know that there exists in the minds of a great many of the common people the thought that their teeth are soft and will not hold fillings, and therefore it does not pay to have them filled. You must all be familiar with such cases; the only way that I can explain that thought is, that it was started by some incompetent dentists trying to explain the failure of their poor work.

The victim of a poorly fitting crown seldom knows that his tooth loosened and came out because of the ill-fitting crown, neither does he know that his mouth was unsanitary during the whole life of the crowned tooth. Now, when the public learns something about the difference between good and bad work, and why so much work fails, more dental work will be done, and the demand will be for good work.

Our State society is engaged in a publicity campaign. I donated my share to have a series of articles run in our county paper, and I heard three patients speak of some of these articles—that was all, and two of those spoke of them as advertisements. The public really isn't quite so ignorant and unsuspecting as we sometimes think.

Now these articles were all right—they were fine, but they didn't do the good that we had hoped they would; people didn't read them; they seldom fail, however, to read the ad of the three dollar a crown dental parlor; just the same as you and I, the first thing we do when we get our dental journal, read the advertisements, and keep track of progress in our work.

Why not advertise in an honorable, legitimate way and pay the newspapers to put our information in such place and shape that the public would

take a look at it? If we did the three dollar crown dental parlors would soon go out of business, and the public would get more educating along our line in six weeks than it will in a whole year with our present methods of publicity. Consequently we would not only be helping ourselves, but we would also be helping others, which is as it should be; that is, a transaction which does not benefit both parties, is immoral.

Some one has defined advertising as "publicity plus salesmanship," which is about right and just what we need—in fact, it is just what the Illinois State Dental Society is trying to do, and the only thing about it that they seem to object to, is paying for it, tho' I don't know why we should be such beggars. We insist that our patients pay for what they get.

I know it is customary for newspapers, magazines and those who write and speak, to say, not so much what they think themselves, but more what they think the public and those in authority want to hear, but I have, in this paper, tried to express my own ideas regardless of any one's else opinions, or the ideas held as sacred in the dead ages of the past. If it starts a discussion of these things or even causes you to think seriously upon them, I shall consider that my work, in this, has not been in vain.

First Sailor—"Got any 'bacca?"  
Second Sailor—"Now, don't

you worry yourself none about me, matey?"



[illegible]

AVERAGES AND PERCENTAGES - BASED ON ABOVE TABLE													
PERCENT OF PUPILS													
NO CAVITIES													
PERCENT OF PUPILS WITH CAVITIES													
AVERAGE NUMBER OF CAVITIES PER PUPIL													
PERCENT OF PUPILS WITH BAD TONSILS													
PERCENT OF PUPILS USING TOOTHBRUSH													
PERCENT NOT USING TOOTHBRUSH													
PERCENT OF PUPILS NEEDING EXTRACTORS													
PERCENT OF PUPILS NEEDING EXTRACTING OF DISTASTED FIFTH													
13	15	20	18	13	25	4	12	12	4	5	6	21	11
87	85	80	82	87	75	96	88	88	96	95	94	79	89
2	2	2	3	3	2	3	4	4	5	4	4	4	5
34	25	41	50	73	66	54	65	43	75	64	70	24	53
89	67	70	72	53	58	40	28	45	50	62	46	41	43
11	38	30	28	47	42	60	72	65	50	38	54	59	57
34	20	13	13	8	31	21	24	8	43	13	24	26	26
8	8	6	3	8	6	10	1	12	4	15	8	8	8
179	25	13	17	10	12	8	5	20	18	15	27	15	27
87	175	86	87	90	87	97	95	80	81	83	73	100	100
4	1	1	3	4	6	5	3	2	3	2	3	2	7
49	8	25	40	62	41	65	50	64	48	43	40	9	100
52	4	50	58	48	44	50	44	57	71	53	77	77	77
48	50	47	47	52	54	50	58	43	79	45	58	100	100
21	5	25	28	27	26	26	8	15	15	15	15	15	15
83	21	9	8	5	12	28	4	5	3	3	3	3	3

### The Editor's Dream.

I dreamed that I was the editor  
Of a Christmas magazine;  
And I wanted to make it the  
finest one

That the world had ever seen;  
But I felt somehow I had fallen  
down

Until with the make-up due,  
Gene Field stepped in with a  
manuscript

Entitled "Little Boy Blue."

I've dreamed that I was a mil-  
lionaire,

That I was a ruling king;  
I've dreamed that I was another  
Burns,

Adrift in the fields of spring;  
But I hold this closer to my  
heart,

With the Christmas make-up  
due,

When I dreamed I was the ed-  
itor

Reaching for "Little Boy Blue."

—Grantland Rice, in Collier's.

### Lines of Great Men.

O Bidiah McNamee,  
Who quit this world when 63—  
Although his children numbered  
six

Related not their baby tricks.

—Wilmington News.

Ebenezer Fiddlesticks  
Took the count at 66—  
Never made himself a pest  
Claiming olden times were best.

—St. Louis Post-Dispatch.

Hezekiah Conamore  
Reached the age of 84  
Ere he told of his renown  
When he spelled the whole  
school down.

—Denver Republican.

Jeremiah Phipplegate  
Died, beloved, at 98;  
Never mourned the world's de-  
cline

When the household slept till 9.  
—Evening Sun, New York.

Nebuchadnezzar Fulloffon  
Lived until 101;  
Never said that "Stopacoff"  
Prevented him from shuffling off.

—Jour. Am. Med. Assn.

## THOUGHTS FOR THE MONTH

By JOHN PHILIP ERWIN, D.D.S., Perkasio, Pa.

### THE PATRIOT'S YARDSTICK

A Dental Rule for the Month of July

A group of soldiers, returning from a celebration of their national holiday, at which they had been inspired by the hearing of patriotic music, orations and the reading of a sacred document, fell into a discussion of, *who* should be the greatest among them.

"The orator is the greatest of men because he thrills us to deeds of valor as can no other," said the first soldier. "Give me a Clay, a Webster, or a Patrick Henry, and I will worship a true patriot."

"Your choice is a man of only words while my patriot is a man of deeds," spoke the next one. "Give the coveted crown to the soldier, who, without fear of favor, unhesitatingly beholds his family beg for bread while he fights and dies for his country. What care I for your man of boasts. My choice is a Washington, a Grant or a Lee."

"Gentlemen," added the third, "you both have chosen well. Eloquent words and noble deeds we should never forget. But we should not worship a silver tongue nor a flashing sword. My patriot wields not a weapon of death but rather one of peace. His sceptre is the pen. He it is who writes our just laws and governs us most by ruling us least. I place the crown

upon a Jefferson, a Monroe, a Lincoln."

The finished evening meal found them even more divided in their opinions than before. An owl, noted among the feathered family for its wisdom, perched upon a bough above them in search of a cooling breeze. The soldiers noting its presence and believing in its powers called unto it to decide their question. Gracious as all wise ones should be, it granted their request and advised them as follows:

"My friends, if you would find your patriot, you must first procure a rule with which to measure him. Therefore, place upon the camp-fire your various views and opinions until the smoke reaches like a cloud to the sky. Wise ones from afar, seeing it, will follow the sign and come to you, each bringing his favorite rule. Examine carefully their claims, give each a fair hearing and accept none unless it be perfect."

As the pillar of smoke rose higher and higher and the waves of flame enlightened the surrounding country there came sages, each bearing close to his breast a cherished rod. After brief introductions the youngest of their number, known as Eugenics, presented his rule.

"I can furnish a measure that will never fail. It is made by generations of robust parents, all free from disease, defect and crime. Their children are perfect in body, therefore, perfect in mind. Only virtue can be found in them. My rule is perfect breeding."

When the next arose to address the anxious audience he drew from within the folds of his sacred garb a golden cross. Holding it before them he said, "Here is my rule for your patriot. This has never failed. The previous speaker dreams of Arcadia, not of a land of sinners. Perfection is not for us. Faith is. Every one who truly believes is your patriot."

The ermine trimmed gown introduced the next speaker as one of judicial pasts.

"Sirs," he said, "the book of law should be the only measure with which to gauge your patriot. The first rule presented was alone for angels, not men. The second one is so new and fits so few its polish has not disappeared. The book of law was given by God Himself to of its worth. This fact never man and with it the assurance has been disputed. Therefore, find a man humble to the law and you have found your patriot."

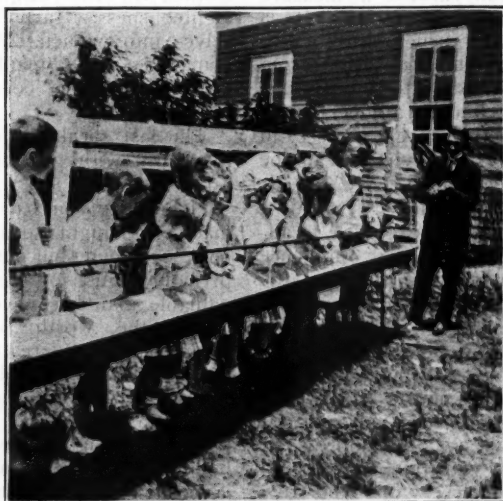
"My rule is one of steel, tempered and tried," pleaded the athlete who followed. "My measure is robust, virile manhood. It knows neither sin nor fear. It can do all and dare all. I will have none of your milk-sops, who,

clothed in the disguise of righteousness turn themselves into women. My rule demands a brave, manly man, one full worthy of poems and monuments."

The last speaker presented his cause with greater modesty.

"I bring to you a new rule, made of naught so base as book or metal, but rather of precious gems, of pearls so valuable man has never estimated the worth of one. Every human creature is created equal according to my gauge for friend and foe receive as many and no less than his neighbor, whoever he may be. The equal distribution is the foundation rock upon which I build. Should my gauge fail to find your patriot it will surely prove those unworthy. The acid test is found in the following questions:

1. If a man care not for his own personal beauty by caring for his teeth how much less will he consider the perfection of his offspring?
2. If a man wilfully neglects his dental organs, which all mankind may see, how much less will he attend to that seen only by One?
3. If a man obeys not those immutable dental laws which he knows the breaking of will surely cause pain, how much less will he heed the laws of the land from which there is hope of escape? And finally
4. If a man is so fearful as to be unable to face his friend, the dentist, how much less could he face an enemy?



Montgomery, Alabama, School Children

## THE RELATION OF ORAL HYGIENE TO HEALTH AND DISEASE

By W. H. VANDER LINDEN, D.D.S., Grynville, Ga.

In this paper the author advances strong arguments for co-operation between physician and dentist during diseased periods. His argument is based on the broad theory that a hygienic mouth during disease will increase the physiologic resistance of tissue, assist in raising the opsonic index, and conserve vitality by developing phagocytosis. He believes the best way for dentistry to impress the necessity for mouth hygiene on the world is by making the beginning in the sick room, aided and abetted by the attendant physician.

The necessity of strict maintenance of oral asepsis, in as far as it is possible, during disease as well as during health, cannot be too strongly emphasized.

In the study of bacteriology and pathology, we are taught that in the human body there is in continual progress, a state of war between invading disease producing bacteria, and the guardians of the human body, the so-called phagocytes, whose function it is to resist the inroads of these invaders and accomplish their destruction.

From this we conclude that when the phagocytes are in predominance, and the effects of the attacks are successfully warded off, the condition known as health is maintained.

On the other hand, if the phagocytes are outnumbered the invaders are successful, consequently the reverse condition, known as disease, is brought about.

Further, we are taught that the standard of resistance of the human body to such at-

tacks, is measured in terms expressed by the ability to consume or destroy bacteria, as possessed by these phagocytes.

This standard is known technically, as the opsonic index.

Bacteria exist everywhere there is evidence of life, either animal or vegetable.

Therefore, it is easy to comprehend that the mouth, situated as it is, and performing the function that it performs, is a most logical place for their prolific breeding. Food becomes lodged in the mouth and decomposes and ferments under the influence of heat and moisture. The air, laden as it is with the various forms of organic life, passes into the mouth during speech, and in many cases during the process of breathing, thus depositing in this suitable location the progenitors of disease, for further proliferation and multiplication of their kind.

With these facts in mind, we can readily see what an unclean mouth means to the health of an apparently

healthy individual; the risk he is taking, and the imminent danger to which he is exposed. It exerts his system to such a vastly greater extent, than would be required were oral cleanliness maintained; so much more so that his vitality is unnecessarily depleted in the effort to counteract the effects of the bacteria and the resorption of their poisonous products, that his physical and mental faculties must necessarily be so diminished that finally a complete collapse of the entire system is inevitable, and disease has laid its hold upon him.

Oral sepsis, may or may not be, the direct cause of this condition, but nevertheless it cannot be denied that it has played an important part in its production.

We have now arrived at the stage where the patient is stricken with a disease which has oral sepsis either as one of its predisposing causes, or as its direct cause.

The phagocytes are in the minority, the pathogenic bacteria in the majority to such an extent that the opsonic index is far below zero. If this condition of oral sepsis remains unaltered, what will be the result? Either the resistive powers of the patient must be raised to such a degree by medicinal means that the primary infection and the resultant effects can be overcome or the patient will die.

It can be readily inferred from this that the efforts toward raising the opsonic in-

dex of the patient must be redoubled over what would be necessary were the mouth rendered hygienic, at the time of the first manifestations of disease, and kept in such condition until recovery, to say the least of it; in the time to follow as a means of prevention in the future. This attention is in too many cases denied the sufferer of malignant disease. Very probably the patient is one of the thousands who, during health, have never had the attention of a dentist, being entirely ignorant of the necessity for oral prophylaxis. It is not his fault, it is merely his ignorance.

So now, in these cases who shall dispense the benefits of oral prophylaxis to these unfortunates, and under whose instructions?

The only logical solution that I can set forth is, that the attending physician shall instruct his nurse to carry out this part of the hygienic attention in the sick room.

Unfortunately the medical colleges pay little or no attention to oral pathology and oral prophylaxis, therefore, the entire responsibility rests upon the dental profession, even to demonstrating to the medical profession the dire necessity of this hygienic procedure in the sick room. This can best be accomplished by papers read and discussed before medical societies, and through co-operation with the physicians.

Unfortunately, the day has  
(Continued on page 582)



# EDITORIAL

GEORGE EDWIN HUNT MD., D.D.S. EDITOR

11 W. NORTH STREET, INDIANAPOLIS, IND., U. S. A.

**ORAL HYGIENE** does not publish Society Announcements, Obituaries, Personals, nor Book Reviews. This policy is made necessary by the limited size and wide circulation of the magazine :: :: ::

## THOSE GARY, INDIANA, SCHOOLS

I have heretofore had occasion to mention the Gary, Indiana, schools in these columns and to call attention to their school lunch as well as their *Hygiene Bulletin*. Through the courtesy of Dr. Otis B. Nesbit, President of the Board of Health of Valparaiso, Indiana, and whom the school authorities of Gary, being wise in their generation, have induced to assist them in their school hygiene work, I am in receipt of copies of the *Hygiene Bulletin* for February, 1914. I am also in receipt of a letter from Dr. Nesbit, written by his own fair hand, and from the two documents I deduce the following facts and figures. To me they are interesting. I believe very earnestly in the training of young men and women in correct dietary habits and to my notion this Gary plan is the most practicable one that could be devised. I also believe just as earnestly in the training of young women in the domestic sciences and in giving them some idea regarding money values. I know a young woman sixteen years of age, who can work all kinds of problems in plane geometry, can tell you what Charlemagne said before breakfast on the day he died, can prove that  $xy + 2(x \div z) =$  fourteen minutes past six in August, but who does not know the difference between a rump steak and a parliament of the same, who believes that veal comes from small sheep and who would not even suspect anything about it, to say nothing of knowing anything about it, if she were charged seventy-five cents a peck for old potatoes or received ten pounds of sugar in exchange for a dollar. I believe it is wrong to raise children in ignorance of such fundamentals in their lives and the Gary schools are in a fair way to inculcate some useful ideas concerning life and living; therefore, I am for them.

The Emerson school in Gary has its own cafe where the pupils may purchase wholesome, nourishing lunches for

a very small sum of money. A group of the pupils composing the cooking class enter the kitchens at 8:15 A. M., and under the supervision and direction of the cooking teacher, get up the noon lunch in sufficient quantities to supply the teachers and pupils who take lunch at school. The "cooks" for that day cease their labors at 11:15 A. M. and the waiters come on soon thereafter, to serve the lunches.

The girls keep the books of the cafe, figure the cost of meals, figure out a menu and write it on the blackboard, act as manager and cashier, and attend to all details. Think what a training that is for them! My next wife will be a graduate of the Emerson school, if I have my way about it. Incidentally, girls from the school contribute articles on "The Cost of Food," "How Grace Learned to Cook" and "Food Customs and Diet in American Homes" to this issue of the *Bulletin*. The cafe pays all of its expenses except the director's salary, which is met by the school board.

I think this work is splendid. It is constructive in its relation to the American home, and Gary will be a better city to live in for it. Now read this and see if you do not agree with me. All of this is posted in the cafe where every pupil can read it. A "h. tbsp." is a "heaping tablespoonful."

## EMERSON SCHOOL LUNCH

CALLA KRENTEL, Instructor Domestic Science

A new method of calculating food values, with a view to making them comprehensive and beneficial, has been started at the Emerson School Lunch Room.

The number of heat units produced by each food principal per helping is tabulated each day upon the menu board.

All those purchasing their lunches see at a glance what each dish contains, and the amount of water and number of calories of protein, fat and carbohydrates in each.

Entire menu and suggestive menus will be available for those who desire to know more about food values.

It is hoped that this will acquaint every child with foods and their values by constant observation.

The twenty-four hour requirement expressed in calories for different ages as recommended by Prof. Irving Fisher are as follows:

1 year	500	calories.
2-4 years	500-600	calories.
5 years	800	calories.
6 years	850	calories.
7 years	900	calories.
8 years	980	calories.
9 years	1,050	calories.
10 years	1,100	calories.
11 years	1,175	calories.
12 years	1,250	calories.
13 years	1,350	calories.
14 years	1,475	calories.
15-18 years	1,600-2,000	calories.

## EMERSON CAFE MENU

With cost, quality, water and food value per helping

MENU No. 1							
	Cost	Quantity	Water Germs	Protein	Fat	Carbo- hyds	Cal- ories
Oyster Soup.....	.04	4 oz. ....	106.44	8.8	8.9	33.0	51
Baked Halibut.....	.10	1 slice.....	74.66	83.4	37.6	.....	121
Roast Beef.....	.10	1 slice.....	48.20	91.4	26.0	.....	357
Mashed Potatoes.....	.03	2 h. tbsp...	75.10	10.7	27.9	73.0	112
Tomatoes.....	.03	2 h. tbsp...	65.80	3.4	1.3	1.4	16
Tapioca Pudding.....	.03	3 h. tbsp...	74.81	23.8	56.7	91.2	172
Cake.....	.03	1 piece.....	3.52	6.0	22.9	62.2	91
Cocoa.....	.03	1 cup .....	176.86	37.2	144.4	97.8	279
Whole Milk.....	.03	1 glass .....	191.40	29.8	81.8	45.1	157
Skimmed Milk.....	.01	1 glass .....	200.91	31.0	6.2	46.4	84
Oranges.....	.02	A size .....	158.50	6.2	2.3	87.1	96
Bananas.....	.02	A size.....	94.86	6.4	7.3	113.7	127
MENU No. 2							
Beef Loaf.....	.08	1 slice.....	63.00	113.2	71.6	.....	185
Pot Roast.....	.10	1 slice. ....	48.20	91.4	266.0	.....	357
Protein Loaf.....	.10	1 slice.....	81.84	30.85	30.4	59.7	127
Baked Lentils.....	.10	1 slice.....	49.0	47.8	156.5	68.7	273.4
Mashed Potatoes.....	.03	2 h. tbsp...	75.10	10.7	27.9	73.0	112
Lima Beans.....	.03	2 h. tbsp...	48.10	26.2	5.0	96.8	128
Parker House Rolls.....	.01	2 rolls.....	28.54	31.4	18.4	208.6	258
Apple Sauce.....	.03	2 h. tbsp...	76.38	1.0	9.3	190.7	201
Stewed Prunes.....	.03	2 h. tbsp...	61.53	13.6	6.0	77.7	97
Ginger Bread.....	.03	1 slice.....	11.28	14.3	50.2	156.2	221
Cookies.....	.01	1 cooky ...	.91	3.2	10.4	33.0	47
Cake.....	.03	1 piece.....	7.28	9.7	33.5	106.1	149
MENU No. 3							
Tomato Soup ...	.04	4 oz. ....	108.00	8.9	12.3	27.6	.49
Roast Beef. ....	.10	1 slice.....	48.20	91.4	266.0	.....	857
Mashed Potatoes.....	.03	2 h. tbsp...	75.10	10.7	27.9	73.0	112
Baked Beans.....	.03	3 h. tbsp...	91.17	44.4	118.7	134.6	298
Stewed Apricots.....	.03	3 h. tbsp...	50.62	8.7	13.6	224.1	246
Steamed Chocolate Pudding.....	.03	2 h. tbsp...	25.40	20.5	73.5	114.1	208
Cake.....	.03	1 slice.....	14.30	17.8	52.7	18.40	255

## SUGGESTIVE MENUS

No. 1—5 to 7 Years							
	Cost	Amount	Water Germs	Protein	Fat	Carbo- hyds	Cal- ories
Vegetable Soup	.04	4 oz.....	114.84	14.3	.....	2.5	17
Graham Bread	.02	2 slices ....	26.41	27.0	12.4	158.2	198
Gelatine Pud- ding .....	.03	2 h. tbsp...	63.59	18.5	.3	48.1	67
Total.....	.09		204.84	59.8	12.7	208.8	282
No. 2—10 to 12 Years							
Hot Beef Sand..	.05	.....	50.19	60.8	168.8	74.5	303.5
Apricots.....	.03	3 tbsp.....	50.62	8.7	13.6	224.1	246
Milk .....	.03	1 glass ....	191.4	29.8	81.8	45.1	157
Total.....	.11		292.21	99.3	264.2	343.7	706.5
No. 3—10 to 14 Years							
Scalloped Pota- toes.....	.03	2 h. tbsp..	85.79	14.8	48.1	78.2	141
Fruit Salad.....	.05	2 h. tbsp..	54.72	3.3	93.9	49.2	148
Cocoa .....	.03	1 cup.....	176.86	327.	144.4	97.8	279
Total.....	.11		317.37	55.3	286.4	225.2	568
No. 4—10 to 14 Years							
Creamed Beef...	.05	.....	39.6	49.5	165.2	9.2	233.5
Ginger Bread...	.03	1 slice.....	11.28	14.3	50.2	156.2	221
Banana.....	.02	1 .....	94.86	6.4	7.3	113.7	127
Total.....	.10		145.74	70.2	222.7	269.1	571.5
No. 5—8 to 10 Years							
Whole Wheat Bread .....	.02	2 slices.....	32.26	33.4	7.0	171.2	212
Prunes .....	.03	4 large .....	153.20	4.1	1.9	182.9	189
Skimmed Milk	.01	1 glass.....	200.91	31.0	6.2	46.4	84
Total.....	.06		386.37	68.5	15.1	400.5	485

## THE MOTION PICTURE "TOOTHACHE"

There are only four reels of the first fifty of the motion picture, "Toothache," unsold at this writing.

This film was made by the Motionscope Company, of Indianapolis, at the order and under the direction and assistance of a committee appointed by the Mouth Hygiene Association. This committee continued in charge of the sale of the films, when they were ready to market, and appointed George Edwin Hunt, 11 West North street, In-

dianapolis, Indiana, as agent for the Association to sell the films.

The film "Toothache" is a one thousand foot reel of standard size. It tells a connected, interesting story and points a decided dental moral. It is the very best thing ever offered for the education of the laity. The film sells for \$150 cash and that is the actual cost of it; nobody makes a cent from the sale of them.

The film has been an agent for great good when it has been properly handled. In many localities it is kept practically constantly busy, being shown to thousands of persons. The boys in Illinois found it so useful they bought two films that they might cover the state more rapidly. The Ontario boys did the same.

There are two reasons for having the film shown in your locality. The first is that it is an educative factor in the oral hygiene movement; the showing of it is a practical sociologic act. The second is that the showing of the film is almost certain to create a demand for dental services. Perhaps one of these reasons for showing the film is based on more altruistic lines than the other; in fact, there is no question of it; but the fact remains that both effects are produced where the film is shown.

Following is a list of the films in the United States and Canada and those whom you may address for the renting of them. In addition to these listed, there are films printed in Spanish, Norse and German and in use in Argentine Republic, Cuba, Norway, Germany and Australia, and one in use among the Indian schools, purchased by the government.

CALIFORNIA—

Dr. H. Page Bailey, Auditorium Building, Los Angeles.

Dr. E. E. Evans, Oakland Savings Bank Bldg., Oakland.

CANADA—

Dr. Eudore Dubeau, 308 Sherbrooke, Montreal.

Dr. A. T. Broughton, 305 Markham street, Toronto, two films.

FLORIDA—

Dr. Carroll H. Frink, P. O. Box 465, Jacksonville.

ILLINOIS—

Dr. Harry F. Lotz, 227 Jefferson street, Joliet.

Dr. G. E. Hawkins, 1045 Wilson avenue, Chicago.

INDIANA—

Dr. Roy. L. Bodine, Odd Fellows Building, Indianapolis.

Dr. George E. Hunt, 131 East Ohio street, Indianapolis.

IOWA—

Dr. John H. Hildebrand, Waterloo.

## KANSAS—

Dr. Lawrence Dillman, Pittsburg.

## KENTUCKY—

Dr. O. D. Wilson, Owensboro.

## LOUISIANA—

Dr. S. S. Grosjean, Maison-Blanche Building.

## LOUISIANA—

Dr. G. F. Burke, Stevens Building, Detroit.

## MISSOURI—

Dr. T. B. McCrum, Lathrop Building, Kansas City.

Dr. T. E. Turner, Chemical Building, St. Louis.

## NEW YORK—

Dr. A. H. Stevenson, 1202 Cortelyou road, Brooklyn.

## OHIO—

Dr. Henry E. Germann, Berkshire Building, Cincinnati.

Dr. W. G. Ebersole, Schofield Building, Cleveland.

Dr. L. L. Zarbaugh, 2742 Monroe street, Toledo.

Dr. T. J. Evans, 127 West Federal street, Youngstown.

## OKLAHOMA—

Dr. O. F. Sinks, Tulsa.

## OREGON—

Dr. H. H. Olinger, Salem, Oregon.

## PENNSYLVANIA—

Dr. H. M. Beck, Wilkes-Barre.

Dr. T. W. McFadden, Wilkesburg.

## TENNESSEE—

Dr. J. D. Towner, Central Bank Building, Memphis.

Dr. W. G. Hutchinson, Eve Building, Nashville.

## TEXAS—

Dr. Henry L. Adler, Wilson Building, Dallas.

Dr. W. T. Beard, Hicks Building, San Antonio.

## UTAH—

Dr. R. W. Hall, Kearns Bldg., Salt Lake City.

## WEST VIRGINIA—

Dr. W. B. Cunaway, Clarksburg.

## WASHINGTON—

Write the John Welch Dental Depot, Seattle, concerning the State film.

## WISCONSIN—

Dr. W. W. Hopkinson, 388 Brady street, Milwaukee.

---

**Fresh Country Vegetables.**

"I saw you digging in the garden at daybreak."

"Yes, replied Farmer Corn-

tassel. "I have to be up bright and early so as to get the tomato cans hid from the summer boarders."

# LISTERINE

Listerine is a fragrant non-toxic antiseptic, composed of volatile and non-volatile constituents, agreeable to the taste, refreshing in its application and lasting in its antiseptic effects.

Listerine is a saturated solution of the mild mineral antiseptic, boric acid, plus ozoniferous oils and essences. The acid reaction of Listerine has no effect whatever upon the tooth structure, whilst its alterative properties not only add to the protective quality of the saliva, but are antagonistic to the bacteria of the mouth.

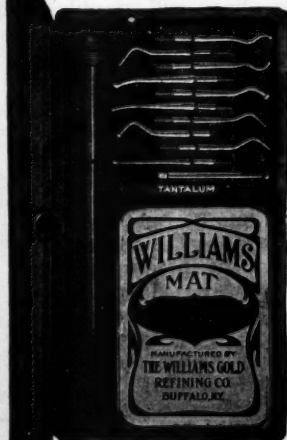
Listerine is truly prophylactic, in that it exercises an inhibitory action upon the acid-forming bacteria of the mouth, and assists in maintaining through natural means, the alkaline condition so necessary for the welfare of the teeth.

## LAMBERT PHARMACAL COMPANY

Locust & Twenty-first Sts., St. Louis, Mo.

Send for a specimen copy of "The Dentist's Patient," an interesting treatise on mouth hygiene, furnished free of expense to dental practitioners for distribution to patients.

### The Realization of a Perfect Filling Gold NO MORE ANNEALING!



Use WILLIAMS MAT GOLD direct from the box. You don't have to anneal it, and the directions can be summed up in the one word—"condense".

**1-10 Oz. - \$4.00**

As a special inducement to have you try WILLIAMS MAT GOLD and the TANTALUM ENGINE BURNISHER—the only perfect burnisher and a great time saver when used for burnishing in WILLIAMS MAT GOLD—we will make the following offer for a limited time.

1-16th Oz. WILLIAMS MAT GOLD.....	\$2.50
1 TANTALUM ENGINE BURNISHER.....	3.00
10 Royce type cone socket pluggers.....	7.50
1 Cone socket steel core hard rubber handle..	1.00
1 Morocco plush gold case .....	1.00
	<b>\$15.00</b>

Ask for "Special \$5.50 Tantalum Gold Outfit".

All dealers or

**The Williams Gold Refining Co.**  
682 Main St., Buffalo, N. Y.

**WHOLE OUTFIT - - \$5.50**

Always say "ORAL HYGIENE" when you write advertisers.



## THE RELATION OF ORAL HYGIENE TO HEALTH AND DISEASE

*(Continued from page 574)*

not yet arrived when the dentist is called into the sick room to attend to this all important part of prophylactic treatment of disease.

That day may be near or may be far off, according to our efforts in that direction. It will all depend upon whether we will endeavor to prove our efficiency as guardians of the public health, as well as our usefulness along that line, or whether we will merely repose in our offices as during the past and be fillers of teeth and constructors of dentures. Whether we will do our part in preventative medicine or whether we will merely repair the damages done, without offering any means towards prevention. No fair-minded physician will object when we approach him with this matter, since he has left that part of the work to us and he expects us to perform it.

But since we do not as yet enter the sick room for this purpose, he will be only too glad to carry out this part of the work, in as far as it is possible for him to do, once he has become impressed with the importance thereof.

There are, however, cases where the patient has not during the past pursued a course of oral prophylaxis. In these cases it is imperative that the dentist be called in

to first place the mouth of the patient in an hygienic condition, in as far as it is possible to do so under the existing circumstances, by the removal of the salivary calculus from the teeth and the correction of other pathological conditions of the oral cavity.

The question will naturally arise in the minds of some, that if it be practical for us to suggest this line of treatment to the general practitioner for certain cases, then why not for all cases alike? To my mind, it is better not to make our demands too insistent at the beginning and by commencing on these cases where the necessity is more readily demonstrated and where the results will certainly be gratifying, the course of education along these lines will steadily advance, and will ultimately lead to a demand on the part of the medical profession and the general public for oral treatment by dentists at all times and under all conditions and the dental profession will then, and not until then, have come into its rightful estate.

Our appeal at present must be to the practicing physician, whose directions are practically supreme in the sick room, and by getting him to fully realize the necessity of oral prophylaxis, it will be a great deal easier to get the patient to submit to the treatment.

Therefore, the first thing that is to be done is to get the medical profession thorough-

# A Typical Experience

**H**ERE is the letter of a prominent dentist whose name we will supply on request. Read his letter—profit by his experience with

## **Dr. Lyon's PERFECT Tooth Powder**

“Your generous supply of powder received and it is certainly appreciated. My success has been far greater than my expectation in more than one respect. For instance, I firmly believed powdered pumice and hydrogen peroxide to be the only agents which would clean teeth successfully in everyday practice, even though it was objectionable to use.

“I made a little discovery that by using your powder, flour of pumice as indicated, and a little  $H_2O_2$  a thick paste could be made which would not whirl off the cleaning brush as pumice does. It also has a pleasing taste and the patients inquire what I am using. In the short time that I have used it I think quite a number have been persuaded to use it in this manner. It seems to do the work of pumice, too; so I am very enthusiastic over your powder.”

### **Let Us Send You Our Large Pound Can**

**I**T was only by trying Dr. Lyon's that this dentist discovered its value. That is why we want you to use it freely at our expense.

“Send for the pound package at your earliest convenience. It will be shipped to you promptly—all charges prepaid—on receipt of your request on your professional card or stationery.

**I. W. Lyon & Sons**

520 West 27th St., New York City

ly aroused to the fact that sterilization of the mouth during sickness is as necessary to the patient's welfare as the sterilization of the water he drinks, the regulation of the diet, or the administration of medicinal agents.

Now a few words as to the instructions the physician should give his nurse as to the care of the patient's mouth after the dentist has done his share of the work in the sick room, or in cases where the preliminary treatment spoken of was not necessary, the patient having been scrupulous as to the care of his mouth during health.

It is not necessary at this time to offer any suggestion as to the care of the mouth during health since all intelligent practitioners of modern dentistry instruct every patient in this matter. These instructions will, for the presby the dentist to the physician, who in turn incorporates them in his instructions to the nurse.

In the near future, we hope that the dentist will have such a place in the sick room, that the instructions will be imparted directly from dental surgeon to attending nurse, but this is not yet.

In all cases, the nurse must either perform or see that the patient performs a dental toilet at least twice per day, morning and night, consisting of the thorough brushing of the teeth with a suitable brush conveying some suitable cleansing agent for the teeth, and the thorough rins-

ing of the mouth every few hours with a suitable mouth wash.

However, there are some cases where it is impossible for even the nurse to perform this on account of the condition of the patient, so in these cases I would advise that the mouth be sprayed at different intervals with a spray conveying an antiseptic solution, in such a manner as to effectively remove all debris from the interstitial spaces, and any accumulation found around the necks of the teeth or the mouth and throat in general.

Liquor antisepticus, U. S. P. or Debell's solution are recommended for this purpose.

It is a very simple procedure, yet so essential, and a great opportunity has been overlooked during all these years by both the dental and the medical profession.

There must exist, between the dentist and the physician, a hearty co-operation, in order that the greatest good may be accomplished. This is easier to effect this day and time than it was even a decade ago, because the dentist is beginning to find his true field of usefulness, and no longer stands awe-stricken in the presence of the medical man. And the intelligent physician no longer regards the dentist as a non-entity in the crusade of preventive medicine.

Each regards the other's position with the utmost respect, and both realize more

# ***“The Things That Count” in Crown and Bridgework***

---

Every dentist and laboratory man who is interested in making better bridgework, in an easier way and at a lower cost than ever before, should read this booklet, “The Things That Count.”

*Ask for Booklet “E”*

---

**Consolidated  Dental Mfg. Co.**

**Main Office: 130 Washington Place, New York**

**CHICAGO, 29 E. Madison St. CLEVELAND, 499 Colonial Arcade  
DETROIT, 403 Washington Arc. BOSTON, 120 Boylston St.  
PHILADELPHIA, 1419 Real Estate Trust Building  
NEW YORK, 45 West 34th St.**

Always say “ORAL HYGIENE” when you write advertisers.

and more the necessity of the other's existence as an absolute essential for the furtherance of the greatest of all movements ever instituted for the good of humanity.

The time is close at hand when dentists and physicians, and the general public will

fully realize and comprehend the importance of oral hygiene to the welfare of all, in sickness as well as in health.

Therefore, let us all, both dentist and physician, as educators of the public, strive toward this end.

## "THE SPIDER AND THE FLY"

(A Modern Version.)

Will you walk into my parlor? Said the Spider to the Fly.  
(The latter had just richly dined. He was a festive guy.)  
He made a feint to go within, the spider leaped for joy,  
And cried in glee, "Come right along, you dear old jolly boy!"  
The fly was "on his job," you bet, for he had gone his "pace".  
He threw a lot of bac-il-li right in the spider's face.  
The wily fly lived out his days and spread disaster wide.  
The cunning spider met his fate—in agony he died.

—Dr. I. N. Ruddel, Jeffersonville.

## AT GARRETT, INDIANA

The following is from a newspaper published at Garrett, Indiana:

An average of four defective teeth to every pupil of the public and Catholic schools is one of the astonishing discoveries made through the recent dental examination.

The total number of bad teeth in the mouths of the 702 pupils examined is 2,735. About nine of every ten children examined were proved to have disease-bearing conditions of the mouth.

Forty per cent. of the children testified to the dentists they do not use tooth brushes. While sixty per cent. said they

do use brushes, the examination found that sixty-three per cent. of the children needed their teeth cleaned.

Following are facts found in the report:

Number of pupils examined:

By Dr. Broughton..... 250

By Dr. Donohue..... 249

By Dr. Stephenson..... 203

The intention to examine all of the pupils was carried out with the exception of about 200, who were either absent or had recently had their teeth examined. The ages vary from six to nineteen years.

Total number defective teeth .....2,735

# Novrenin: an advance step in local anesthesia.

Each fluidounce contains: Novocaine, 9 1/5 grains (2%); Adrenalin chloride, 1/50 grain (1:20,000); Chlorotone, 2 1/4 grains; Physiologic salt solution, q. s.

\* \* \*

Haven't you patients who are susceptible to the toxic effect of cocaine? Of course you have—every dentist has.

**Novrenin** solves your problem—solves it to your complete satisfaction.

**Novrenin** is less toxic than a corresponding solution of cocaine. It acts quicker and is more lasting than cocaine.

**Novrenin** meets every demand for a reliable local anesthetic.

You want **Novrenin**. Get it from your druggist or dental depot.

Ounce glass-stoppered bottles; list price, per bottle, 60 cents.

Home Offices and Laboratories,  
Detroit, Michigan.

**Parke, Davis & Co.**

Always say "ORAL HYGIENE" when you write advertisers.



Temporary teeth defective .....	1,180	Pupils who do not use tooth brush .....	206
Permanent teeth defective .....	1,479	Pupils who have had teeth filled .....	150
Teeth having lost their crowns .....	76	Pupils who have not had teeth filled .....	552
Permanent first molars defective .....	1,046	Pupils who have malocclusion .....	342
Permanent second molars defective .....	340	Permanent teeth lost by extraction .....	27
Permanent teeth defective other than molars	85	It will be noted that of the 2,735 teeth defective 1,479, or about 55 per cent., are permanent teeth, the ones which mean much to the growing child.	
Pupils testifying they used tooth brush....	406		
Pupils who needed their teeth cleaned .....	444		

## NEWS NOTES

DR. E. H. COLLIER, Battle Creek, Michigan, has written a pamphlet which is entitled "Industrial Justice," and in which he advocates the distribution of net earnings among the earners in proportion to their earning capacity. Copies of the pamphlet may be obtained of him for five cents each. It is worth reading.

THE first Pan-American Dental Congress to be held south of the equator took place in Rio de Janeiro, Brazil, last October. It was well attended and an interesting and instructive program was presented.

DR. E. P. R. RYAN, dental surgeon in the Army Dental Corps, has written a

small book, nicely illustrated, on "First Aid Dentistry." It is meant for the hospital corps men in the army and navy, and for nurses and medical practitioners. It advises them what to do in emergencies until the patient can reach a dentist. P. Blakiston's Son & Company, of Philadelphia, publish it. The price is \$1.25.

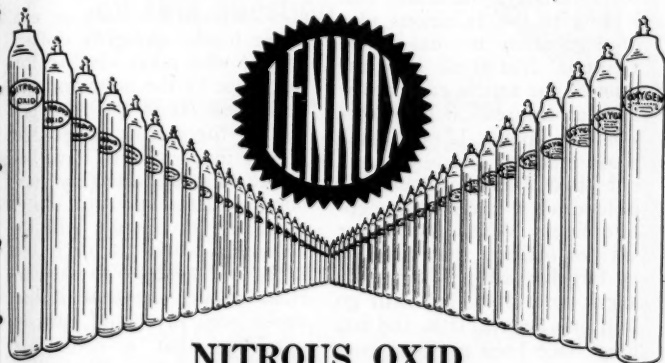
DR. ALONZO MILTON NODINE, who wrote the "life insurance" and other articles for us, has an article in the May number of the *Woman's World*, entitled "The Teeth and Health." It purports to be "What the school nurse told a mother." As is to be expected, it is good stuff, and the wide publicity it will receive cannot help but be helpful.

Editor—Here, you'll have to postpone Jones' death and put off the birth of Flannigan's

twins till Saturday. There's a patent medicine advertisement just come in!—Sydney Bulletin.



# THE PERSPECTIVE OF PERFECTION



**NITROUS OXID  
AND OXYGEN**

## Safety, Purity and Service

"LENNOX" Nitrous Oxid and Oxygen, with a Guarantee of absolute Purity and full measure, will last longer and prove to be the most economical Gas.

**CHEAP Gas MUST be CHEAP!**

Pay the Price for "LENNOX" and  
get the BEST!

## The Lennox Chemical Co.

Owned and operated by The Bishop-Babcock-Becker Co.

1201 East 55th Street

::

CLEVELAND, OHIO

Established 33 years

New York Branch: 439 Lafayette Street

Always say "ORAL HYGIENE" when you write advertisers.

## A LETTER

Editor of ORAL HYGIENE:

In the editor's foreword on my article entitled, "Stand up for Dentistry," he states that I cling to the fallacious idea of legislation to make men virtuous. *Not at all.* How the tone of the article can convey such an impression I am at a loss to know. If you will again read my article you will note that I say, *one solution* is to draft a code along definite lines. When the doctor says or believes that the code is largely piffle, I not only argue with him, but will go him one better. It is and has long since been my firm conviction that about all the code of ethics MEN of any profession need are *Honor and Integrity*.

From those who cannot subscribe to the foregoing, little is indeed ever to be expected, and, moreover, they probably have gotten into the right *church*, but the *wrong pew*. As for the hope of reform lying in an awakened conscience, due to education, there can be no doubt; yet one naturally assumes that all came into possession of such education before departing from college. In the closing words of my article you will also note these words: "A rose without a thorn would be curious indeed, and a world without dishonesty would threaten the kingdom of Satan with disintegration." When the wheat can be separated from the tares by the honor and integrity

system, then will all men be known by their works. Then and then only can we discriminate between him who goes through life with an eye single to the almighty dollar, and he who gives his life for the cause of the poor and the oppressed. It is the firm belief of the writer, when the goodly majority will have become more thoroughly imbued with the spirit of unity, then, and then only, will we become a potent factor in the cause we aspire. In conclusion, would say that it has never been my belief, strictly speaking, that a code was ever enacted to control men; but rather a help to inspire them to nobler deeds. Men need not be told what it means to follow one's finer sense of judgment; yet he who sees no one but self is ever cognizant of the fact.

E. F. IZIN.

Alliance, Ohio.

Editor of ORAL HYGIENE:

Just a little hint that may be of some service to the busy dentist: When using cotton rolls in the mouth, with your college pliers you can pick sufficient cotton from the inside of the roll, pulling it out through nearest end, to wipe out cavity or apply medicant. It will save many a trip to the cotton holder, and at the same time make the cotton rolls serve a dual purpose.

J. CRIMEN ZEIDLER.  
New Orleans.

# Will You Vote

on this question  
? ? ?



Do you want us to give **A Post Graduate Course in Anesthesia and Analgesia** in all the large cities of America?

☐ Yes

☐ No

Instruction—the best—by competent Doctors, expert operators.

Fee \$10.00 or less if possible—No attempt will be made to gain profit.

Our object—Increase the intelligent use of Nitrous Oxid and Oxygen.

As manufacturers we can finance this work without direct profit, supply machines and gas, charge minimum fees and assume any loss. You gain the best instruction. This must be all we claim to succeed in increasing the permanent use of our products.

*Tear out this page, mark your vote and mail.*

For additional information, mark the following:

- ☐ Send circular outlining course already given in nine cities.
- ☐ Send letters from those who have already taken this post graduate course.
- ☐ Send catalogue showing gas equipment.

Name \_\_\_\_\_

Address \_\_\_\_\_

**THE OHIO CHEMICAL & MFG. CO.**

1177-1199 MARQUETTE ST.

CLEVELAND, OHIO

Always say "ORAL HYGIENE" when you write advertisers.

## BUCO-DENTAL HYGIENE IN RELATION TO BUCO-PULMONAR TUBERCULOSIS

The eminent bacteriologist Dr. Netter has said, "The most important focus of pathological microbes, is the mouth"—and dental practice has shown that diseases so disastrous to humanity as, tuberculosis, diphtheria, pneumonia, typhoid, grippe, etc., are produced in the mouth by micro-organisms, as there they find a favorable culture medium.

Such is the fruit and scientific experience acquired by the no less eminent Venezuelan dentist Dr. Diego Meza, who in his light sketch offers the condensed study "Hygiene of the mouth and teeth"—published in the important "Revista Dental" of Havana, Cuba, in September, 1911.

In order to obtain a clear conception of this lucid scientific idea and of its vast practical importance, it is necessary to remember primordially, in order to acquire correct knowledge, the intimate correlations of the oral and bucal cavity with the balance of the human organism. In fact, the mouth communicates with: the larynx, trachea, bronchil to lungs; through esophagus to the digestive tracts and abdominal viscera; and through sustachian tubes, nasal cavities and the lamina, sifter of the etmoides, with the anterior and posterior lobulii of the cerebrum.

Now, if we take into consideration, that the air, water, nourishment etc., all of which being fundamental and essential elements to nutrition, increase the growth of the atom and molecular, of micro-organisms and bacteria, of the substances and body of the animal economy, in infants, in adolescents, in youths, and old, forcibly must penetrate via the bucal cavity, the only road of natural ingestion, natural and ample for the most of them, (the organo-vital elements of the human being) and not always in thorough or relative antiseptic state: we then would understand, the immense danger and manifest complications which as a logical consequence, in most cases immediate and inevitable, to the person whose mouth is unclean and the teeth covered with tartar-salivary calculi; the entire denture a genuine sementary to caries,—highly infected focus and virulent to the balance of the body, real centres of gestation production, and development of micro-organisms, and bacilli, an excellent medium for cultivation of the dreaded Koch bacillus—ill nurished, due to the frequent odontalgia (toothaches) with consequent insomnia; his blood therefrom impoverished in red corpuscles etc: besides, joined to this the possibilities

# ENT IS UNIVERSAL

*Copper Cement* because it contains a sufficient  
for all forms of bacteria found in the teeth.

*Copper cements* have heretofore been indicated.

## *Permanent fillings, for filling setting crowns and setting inlays*

We have sent you a liberal sample of this material.  
If you have used it, you have verified our claims  
for it. If you have not used it, we again invite  
you to do so at once. If you have not received  
your sample, write us to that effect and we will  
cheerfully send you another.

*Smith's Copper Cement* will ultimately be used to  
the exclusion of every form of zinc or copper ce-  
ment for every purpose where those materials  
have been heretofore indicated.

Made in these eight *permanent* shades:—

Light	Pearl Gray	Yellow	Golden Brown
Light Gray	Light Yellow	Light Brown	Reddish Brown

LABORATORIES OF

ANY

PITTSBURGH, PA.

# OR IN THE MOUTH



of the individual condition being rickety, whether or no through inheritance, or anaemic, lymphatic etc., or alcoholic, syphilitic, tuberculosis etc., etc.

If to these causes which we will term intrinsic, we add the extrinsic, such as:—dust in highways and roads, dust raised by sweeping or dusting the walls with feather duster, the emanations of gases and pernicious vapors from stagnant pools, putrescent matters, malignant expectorations, etc., etc., we would then more clearly see the vast orientation and certitude sine qua non of the exposed, we would perceive the dreaded horizon of what we would have to expect if our oral and bucal cavities are in the above mentioned condition, the dire danger we constantly run due to negligence and complete inattention, in most cases absolute, of the teeth, and through it we are shown the palpable importance of incessant daily observance of the rules of buco-dental hygiene.

Only this way could we in a perceptible degree diminish the cases of tuberculosis, and besides, we should keep in mind, so as not to relegate it to oblivion, after all that has been mentioned above. I repeat we should bear always in mind the well meditated original work of Dr. Pablo, Blando, "Tuberculosis of the Mouth"—published in the before mentioned *Revista Dental*, under date of December, 1912—viz:

"In most cases the mouth becomes tuberculous right after the lungs, and as the sputum in pulmonary tuberculosis engenders the Koch bacillus, most always in abundance, it is to be believed that some microbes remaining in the mouth after passing through the sputum, go also through the mucous membranes and sink into the tissues, causing tubercles (small tumors). The traumatism and excoriations in the mucous membrane, greatly favor the growth and culture of tubercles; for it has been seen that frequently tuberculous ulcers form with preference in such points where the mucous membrane had been previously injured by syphilitic or other kind of ulcers, traumatized through a root or by a caried tooth, by means of a cigar holder, or through an accidental bite or wound."

Further on, commenting on the gestatorial determining process, he adds, referring to the bucal tuberculosis, as an immediate consecutive to the advanced pulmonary tuberculosis, as follows:

"The passage of bacilli through the mouth via the sputum is almost constant, part of this sputum remaining adhered to the membrane. Besides the ground is more fit for the multiplication of microbes, but specially in the tuberculosis of any organ, the condition of the organism is most interesting, which at times allows or rejects the invasion of microbes; and

# Positively Given Away

## 1000 GOLD CASES



### EACH CASE CONTAINS:

- 1 Introductory Package of Crystal Fibre Gold.
- 4 Regular Stock Cone Socket Points.
- 1 Cone Socket Handle of Special Design.

This case will be given FREE to all Somnoform Users placing an order for 1 gross of Capsules.

This offer closes August 31st.

Don't fail to take advantage of it.

See trial offer blank.

**Stratford-Cookson**  
**Company** SUCCESSOR,  
TO

E. DE TREY & SONS

28 South 40th Street

PHILADELPHIA, PA.

Send me  
through my  
dealer, 1 gross  
Somnoform Cap-  
sules, (3 c. c.-5  
c. c.), and include  
with same, 1 Introduc-  
tory Gold Case, free of  
charge.

SIGN THE BLANK

Name.....

Address.....

Dealer's Name.....

Always say "ORAL HYGIENE" when you write advertiser.



which in the first case, it can permit the invasion with or without difficulty.

"Tuberculosis is more frequent in the mouth of adults than in that of youth, probably because that happens in chronic condition of the lungs."

This is the final of the first part of the brilliant study of Dr. Pablo Blando, through which the medico-odonto-logical science has made a strenuous effort in pro of investigations and scientific experimentations in cases of buco-pulmonary tuberculosis, at the same time that human-

ity, cruelly scourged by so deadly a disease, exposing inconsolable ulcers in its misery and misadventure, forces us to exclaim: that although the mouth, is primarily a seductive and enchanting element, it is likewise a horrible flagellant, and a dismal human atrium: that, at the same time that it is a fountain of nectar for the spirit, matter and life, it is an incessant focus of infection for the individual, society, and the universe, when not subjected to the rules of hygiene.

ERNESTO A. DAM, D.D.S.

Lima, July, 1913.

## ORAL HYGIENE AND THE SCHOOLS

By DR. S. SYDNEY URROWS, Boston, Mass.

Having my office situated in a location very thickly populated, surrounded by a number of schools and institutions, I find tooth-ache a very common occurrence and find the cause wholly due to lack of intelligence in the use of the tooth brush. I have found that if the children as they grow up were told or instructed in the various causes of tooth-ache and the various other disorders attributed to faulty oral hygiene, that decay would not be so prevalent. I have found after examining the mouths of one hundred school children between the ages of seven and fourteen, that seventy-five have never used a brush or cleaned their

teeth in their lives, that forty have had their six year molars extracted, and that many were a year behind in their school work. I have cleaned their teeth, given them instructions in the care of the mouth, furnished the children with tooth brushes and given them pamphlets and told them to see me again in six months. If we could in such a way instruct the children, we would be furthering the cause of oral hygiene. I believe children must be taught some system of oral hygiene. The teacher should be competent to instruct them. The minds of the children are always ready to grasp at anything, and they are especially attentive if told the effects

*"A Tonie"  
very good for run-down  
Dental Offices.*

Ry

1 Ideal Columbia Chair  
1 Model "C" Columbia Engine  
1 Columbia Laboratory Lathe

Place these items in a modernly constructed office and add such other equipment as is necessary to provide an attraction for the public and efficiency for the operator.

Use a few weeks and note the change. You will experience a steady increase of patronage, attracted to your office by its up-to-date appearance. You will find yourself very much benefited from the change of environment, and your efficiency greatly enhanced.

Send for our Portfolio, "Planning the Modern Dental Office." It's the first step toward the office you desire. : : : : :

**The Ritter Dental Mfg. Co.**

ROCHESTER, N. Y.

CHICAGO  
Marshall Field & Co. Annex

PHILADELPHIA  
Morris Bldg.

NEW YORK  
Fifth Ave. Bldg.

of neglected teeth. The teaching of prophylaxis is very essential in present day dentistry.

Dr. Guilford says: "I think the dentistry of the future will rely upon prophylaxis more than in the past."

My own method is to brush the teeth after breakfast, after dinner and after supper with any alkaline sub-

stance; most any kind will do. We must educate the public that they will know the care of the children's teeth is a necessity, not only to have clean teeth, but to have good health. We should interest the teachers in the necessity of oral hygiene. The distribution of pamphlets is one good way to promote oral hygiene.

### WHY HAVEN'T YOU TOLD YOUR CHILD?

Why is it that parents neglect to explain matters of sex to their children? Everyone knows that this neglect is wrong, that it often leads to incalculable harm, bodily and mentally, for the child; and yet it is not being remedied. The most faithful and devoted parents in the world—parents who in every other respect do everything possible for their children's welfare—are as reticent on this subject as if they cared nothing, or knew nothing of its importance. They are always embarrassed and at a loss for an answer when asked the most innocent question if it verges on this forbidden ground.

The conviction forces itself very forcibly that the reason thereof is that the parents do not and cannot talk rightly to their children on this subject because they do not think rightly themselves. They have never thought the matter out to a conclusion; they have failed to give the matter real serious thought.

The great trouble is that the average parent received his sex knowledge on the sly, through secret and unhealthy channels and, unthinkingly, he is forcing his boy and his girl to the same sources.

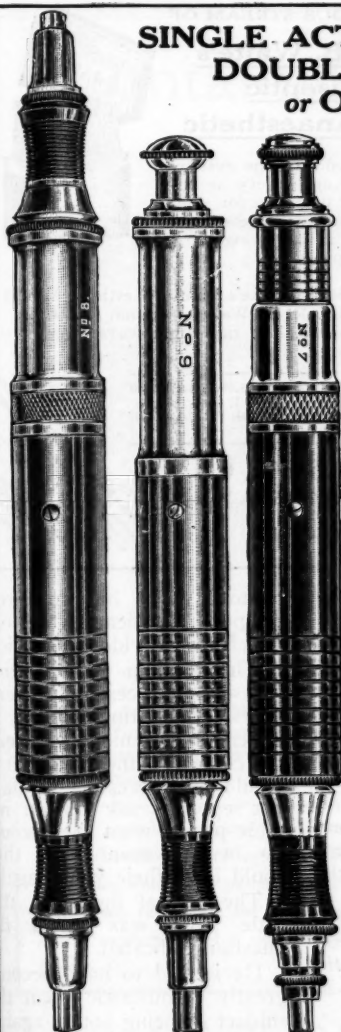
Since the issuance of the August, 1912, Bulletin, many valuable letters have been received from grateful parents, containing many new viewpoints. One parent wrote me that he gave this Bulletin to his twelve-year-old boy, and the boy hid it away where no one would see it; he felt ashamed to be seen having a book like that around, for he already knew much more than this book could tell him.

Where did he get this information? From a crowd of boys down on the river, where he also learned to smoke cigarettes, "shoot craps," and goodness knows what else!

This one instance serves to emphasize the vital necessity of our facing the problem ere it is too late. If you can suggest a solution, share it with us, so that all parents can be benefited.

Remember one thing: neg-

**SINGLE ACTION  
DOUBLE ACTION  
or OBTUSE ANGLE**



**Lewis  
and S. & L.  
Automatics**

are offered in such variety of form that you need attempt but little in the way of special adjustment if you have at hand a sufficient number of Automatics, each equipped to do its particular portion of the work. Many operators use them in series of five or six, so no changing of points is necessary, and almost any quality of blow is at instant command without any fine adjusting.

If you want a single Automatic to do all your work, the No. 8 will best serve your purpose. It is direct and back action; instantly adjustable for any force of blow. All Lewis and S. & L. Automatics deliver a blow of the right quality. That has been proven in nearly half a century of uninterrupted favor with the profession.

The illustration shows the Lewis series, while catalog "E," which is yours if you will ask for it, illustrates and describes our full line.

*Dealers everywhere sell  
Lewis and S. & L. Automatics.*

**ALL STYLES, \$7.00**

**BUFFALO DENTAL MANUFACTURING CO.  
BUFFALO, N.Y., U.S.A.**

Always say "ORAL HYGIENE" when you write advertisers.



A CONTINUOUS STREAM OF

## **Dr. R. B. Waite's Antiseptic Local Anaesthetic**

Is being injected into the systems of human beings every second of the year and has been for years and years, and there has never been a fatality from its use—a record of which we feel proud.



We are now putting up Dr. R. B. Waite's Local Anaesthetic **WITH-OUT COCAINE**, as well as Dr. R. B. Waite's original Antiseptic Local Anaesthetic With Cocaine. In ordering always specify with Cocaine or Without Cocaine.

**PRICES** { In one or two oz. Bottles—1 oz. \$1.00; 6 oz. \$5.00; 20 oz. \$15.00  
In 1 CC Ampules—1 box (12 ampules) 75c; 12 boxes, \$7.50  
In 2 CC Ampules—1 box (12 ampules) \$1.00; 6 boxes, \$5.00;  
20 boxes \$15.00

### **THE ANTIDOLAR MFG. CO.**

80 Main St.

Springville, N. Y.

FOR SALE BY ALL DENTAL DEPOTS

Gentlemen—Send me for trial  
Quadrant Bottle or box of Ampules Free  
I enclose size to cover postage and post-  
age on name.  
Name \_\_\_\_\_ Address \_\_\_\_\_  
Kindly mention Lo-  
cal Anaesthetic  
you are now  
using.

lect and silence are the worst of all possible solutions.

In Europe the children are being instructed in the schools. Personally, I do not altogether believe in this method. It is the parents' duty and should not be shirked by them; shoved off on some teacher, who does not and cannot have the personal interest at heart. A parent is losing a wonderful opportunity, never to be regained, of getting close and staying close to their children's hearts.—*Bulletin of the Texas State Board of Health.*

#### **LOST OPPORTUNITY.**

There is a little story related of one of the bishops now in session in St. Louis—

a story which has no direct religious significance, yet one which has a wide application.

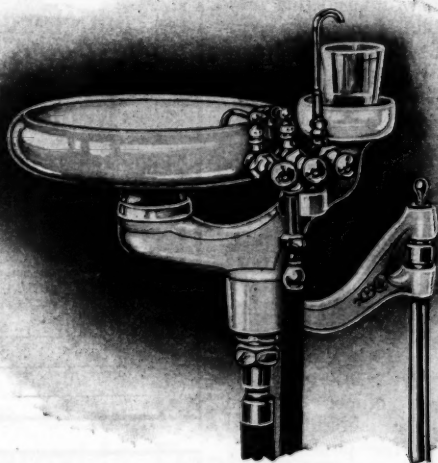
The Bishop in question was on one occasion, several years ago, visiting in a city in which an ingenious city editor conceived the idea that it would be interesting to have his reporters ask certain notable people what they would do in the event that they could have their youth again.

The central figure in this little story was asked the question indicated.

He is said to have become greatly enthusiastic upon the subject of being young again; but after looking the field over thoughtfully, he said:

"Well, if I could be a boy again. I think the thing I would be most careful about

# Fountain of Youth



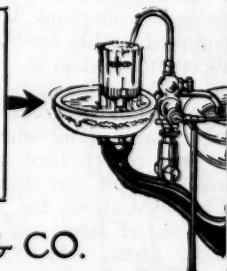
NEW CLARK \$40 SINGLE

**YOUTH** manifests itself in the freshness, color, strength, durability and symmetry of this new Fountain Spittoon.

**AGE** shows only in the skill, workmanship and design, resulting from our many years experience.

Whether you are Young or Old, this spittoon will Brighten your days. A Dozen New Features.

Clark Fountain Spittoons with Finger Bowl Attachment are used by Dentists who want their patients to have a hygienic receptacle for their plates and a sanitary dip for their patients fingers.



**A. C. CLARK & CO.**

Grand Crossing,

Chicago

Always say "ORAL HYGIENE" when you write advertisers.

would be to have a dentist examine my teeth every month."

Not an entirely ideal thought, perhaps; but those who have heard the story have often wondered if a very considerable percentage of the world's troubles might be avoided, if everybody perceived the wisdom of the Bishop's idea.—*St. Louis Times.*

#### CHARLEY CALLOW.

He was well-dressed and looked passably intelligent, and was smoking a cigarette and spitting copiously upon the rear platform of the car. The sign read: "Spitting on the floor of this car is unlawful. Two dollars fine." The health officer touched him on the shoulder and pointing to the pool of spit said: "Don't you know spitting on the floor of cars is unlawful?" The callow one indignantly said, "You're a crank." The officer said, "You are nasty and a law-breaker." The cigarette sucker said, "Tend to your own business, you crank." Being reminded of his business the officer attended to it. Before the judge Charley Callow showed no indignation and never said crank once. In the big record book on the judge's pulpit was this entry: "Charley Callow, for spitting on floor of street car. Fine \$2.00, costs \$7.50; total \$9.50." Charley is now known as "Charley the Spitless."

*Moral.*—When Charley pays two dollars for spitting, he just won't spit.

#### THE ANTIDOLAR MFG. CO.

80 Main St., Springville, N. Y.

Gentlemen:—I enclose \$3.00 for which send me, prepaid, the

### Introductory Outfit of ANTIPYO Remedies

<b>\$4.50</b> <b>Value</b> <b>For</b> <b>\$3.00</b>	1 box (6 ampules) ANTI-PYO Vaccine - - -	\$1.50
	1 bottle ANTIPYO Germicide - - -	.50
	1 bottle ANTIPYO Mouth Wash - - -	.50
	1 Glass Syringe, with Aluminum Case, complete	2.00
		<b>ACTUAL VALUE, \$4.50</b>

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

## NOCOC

### LOCAL ANAESTHETIC

Is Dr. J. G. Wilson's  
Improved Local Anaesthetic

### WITHOUT COCAINE

Chicago, Ill., Feb. 16, 1914.  
"Gentlemen:—I have given NOCOC a good trial on several ANAEMIC PATIENTS, where I would hesitate to use cocaine, and had PERFECT ANAESTHESIA, and NO SLOUGHING. It is certainly A GRAND PREPARATION, and WELL WORTH THE MONEY."

.....D.D.S.  
Price, \$0.60 per oz.; 24 ozs., \$9.60

Please Send By Mail

### A FREE SAMPLE OF NOCOC

Name .....

Street .....

City and State.....

I am using.....

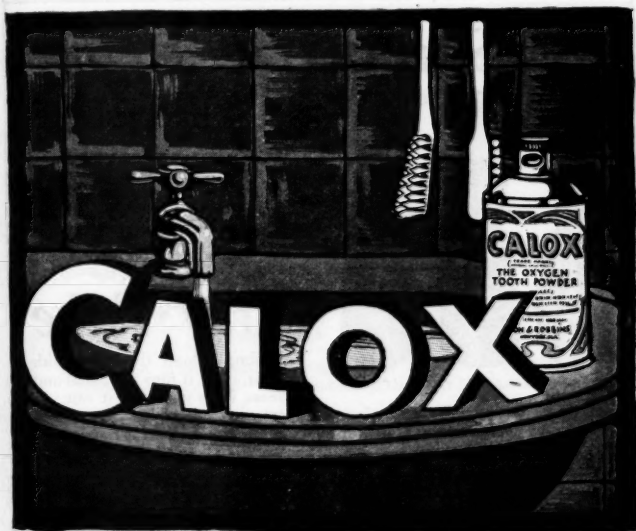
(Give name of anaesthetic you generally use)

**Central Chemical Co.**

300 Main Street

Springville, N. Y.



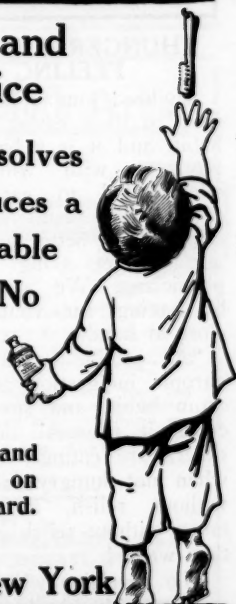


## The Lime Water and Peroxide Dentifrice

Antacid and soothing. Dissolves viscid secretions and produces a most grateful and comfortable feeling in the mouth. No strong oils or phenols. Just Oxygen, Nature's cleanser.

Samples for personal use and office distribution sent free on receipt of professional card.

McKesson & Robbins - New York



Always say "ORAL HYGIENE" when you write advertisers.



## Scientific Proof

"(A)" is a glass root with crown prepared for mounting.

"(B)" shows what happens when you try to poke in the cement with a broach. It forms an air cushion so the crown will not stay where it is put.

"(C)" shows what happens when the canal is filled with the

## Jiffy Tube

You simply load the tube with cement, stick it into the canal and squeeze it as you pull it out. It

fills the canal full. When you insert the crown it stays where you put it. You don't even have to hold it in place while the cement is hardening.

40 Jiffy Tubes in a box for 50c

All Dealers

After the first box it's a habit

**Lee S. Smith & Son Co., Pittsburgh, Pa.**

## HUNGER 'A LOST FEELING

Civilized human beings do most of their eating through habit, and it is a bad habit. Savages, with whom the wherewithal to eat comes only as the result of direct effort, do it better and manage to get along without physicians. We are cursed by having our victuals too close at hand.

"A prolific cause of chronic indigestion is eating from habit, and simply because it is meal time and others are eating." To eat when not hungry is to eat without relish, and food taken without relish is worse than wasted.

The aborigine who had to stalk and kill his deer before breakfast suffered none of

the modern disorders of the stomach. No doubt he went hungry many a time, but to be hungry is far better than to be "food drunk," a term invented by Edison, and fitly to be applied to most of us most of the time.

That good old feeling called hunger is in a fair way to fade into mere tradition. The average man perhaps cannot say that he has really felt that feeling once in a dozen years.

To be sure, when a meal is delayed beyond the customary time, habit protests in an uneasy feeling which is erroneously supposed to be hunger. But the genuine, sharp, gnawing demand of the system for food most of us left behind with our childhood.—*Dietetic and Hygiene Gazette.*

## Make Better Fitting Dentures!

*Every Bite and Trial Plate can  
be securely held in place with*



**An Antiseptic Powder to use on the Palatine  
Surfaces of Dentures.**

As the gums shrink or swell it is especially  
beneficial for holding plates firmly in the mouth.

**Three sizes Sprinkle-Top Cans—50c, \$1.00, \$2.00**

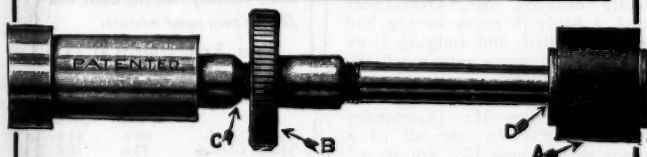
*SOLD BY LEADING DENTAL SUPPLY HOUSES*

**COREGA CHEMICAL COMPANY**

212 W. St. Clair Avenue

CLEVELAND, OHIO, U. S. A.

## Crocker Ideal Emery Cloth Arbor



If you are not yet a user of The Samuel A. Crocker Co.'s Ideal  
Emery Cloth Arbor and Emery Cloth Bands you are missing one of  
the most useful lathe appliances used by dentists. Order one now.

### **THIS IS WHAT IT WILL DO**

It will dress down a Vulcanite Plate quicker and more perfectly than can  
be done with a file and scraper or any other contrivance on the market.  
The Emery bands are perfected, and ordinarily one band will finish one  
plate. With this you can do your work quicker, more accurately, and at the  
same time with less exertion than you can do without it. The Ideal Emery  
Arbor is in stock to fit all standard makes of lathes, electric or foot power.

**Sent prepaid complete on receipt of \$2.00**

Manufactured and For Sale by

**The Sam'l A. Crocker Co.,** Conrad Bldg., 18-20 W. 7th St.  
CINCINNATI, OHIO

Established 1873—Incorporated 1911

**MAKERS OF THE CELEBRATED CROCKER ROLLING MILLS**

Always say "ORAL HYGIENE" when you write advertisers.

## AN INTERPRETER NEEDED

The following clipping from an Illinois paper shows the danger of vagueness when you enter a dental office. And especially if the dentist is slightly deaf. Better either take an interpreter or a slate and pencil.

That which has caused more fun about town than anything that has occurred recently, happened Thursday. Ben Overlander, a German farmer, living in the country west of Augusta, came to town Thursday to have a tooth treated. Mr. Overlander came to this country when twenty-five years old, and as would be expected, he speaks very broken English.

He went to Dr. Hurdle's dental office. The doctor's hearing is not the best and he and the Dutchman make a bad combination. On showing the tooth, which was a wisdom tooth, he said: "Fulled 'em out." Doctor understood by that, he wanted the tooth pulled, and got busy and pulled it. While the tooth was badly decayed, Mr. Overlander took a pride in never having had a tooth pulled, and judging from his talk he regrets very much the loss of the tooth.

On telling his troubles to people about town Mr. Overlander says: "Aug'st' ez one 'ell of a town with a man like dot in it." "I telz 'im to fulled me out the tooth and he pull 'em and charge me fifty zents."

Mr. Overlander is good natured about the affair, yet he can't understand why the Americans don't gather the meaning of the English as he thinks they should.

### He Got On.

Millyuns—"When I married your mother I was earning ten dollars a week—two years later I bought out my employer."

Daughter—"And put in a cash register!"—Town Topics.



## BRUGG'S Anæsthesia MIXTURE

A STANDARD ANAESTHETIC with a record of 3,000,000 anaesthesiae in eight years without a fatality.

The unfailing reliability of this product has won for it the highest confidence of a profession which of necessity buys and handles its anaesthetics with the utmost conservatism.

The brand that has met the most exacting government tests for purity, exactness in formula and accurate labeling,

An honest price for a flawless product, yet only half the usual cost for the very same mixture:

1 doz. 3 c.c. capsules \$1.25  
1 doz. 5 c.c. capsules 1.50

Made in two formulas:

	Regular	Special
Ethyl Chloride	60%	83%
Methyl Chloride	35%	16%
Bromide of Ethyl	5%	1%

Our special formula is exactly like one you've been using. So specify "special" formula if you prefer it.

If your depot cannot or will not fill your order, send us your name and we'll see that you're supplied.

David  
B. Levy  
STERILIZED  
PRODUCTS

NEW YORK  
CHICAGO  
SAN FRANCISCO  
TORONTO



℥

℥

℥

℥

℥

℥

℥

℥



George Edwin Hunt, M.D., D.D.S.